

Fig. 1

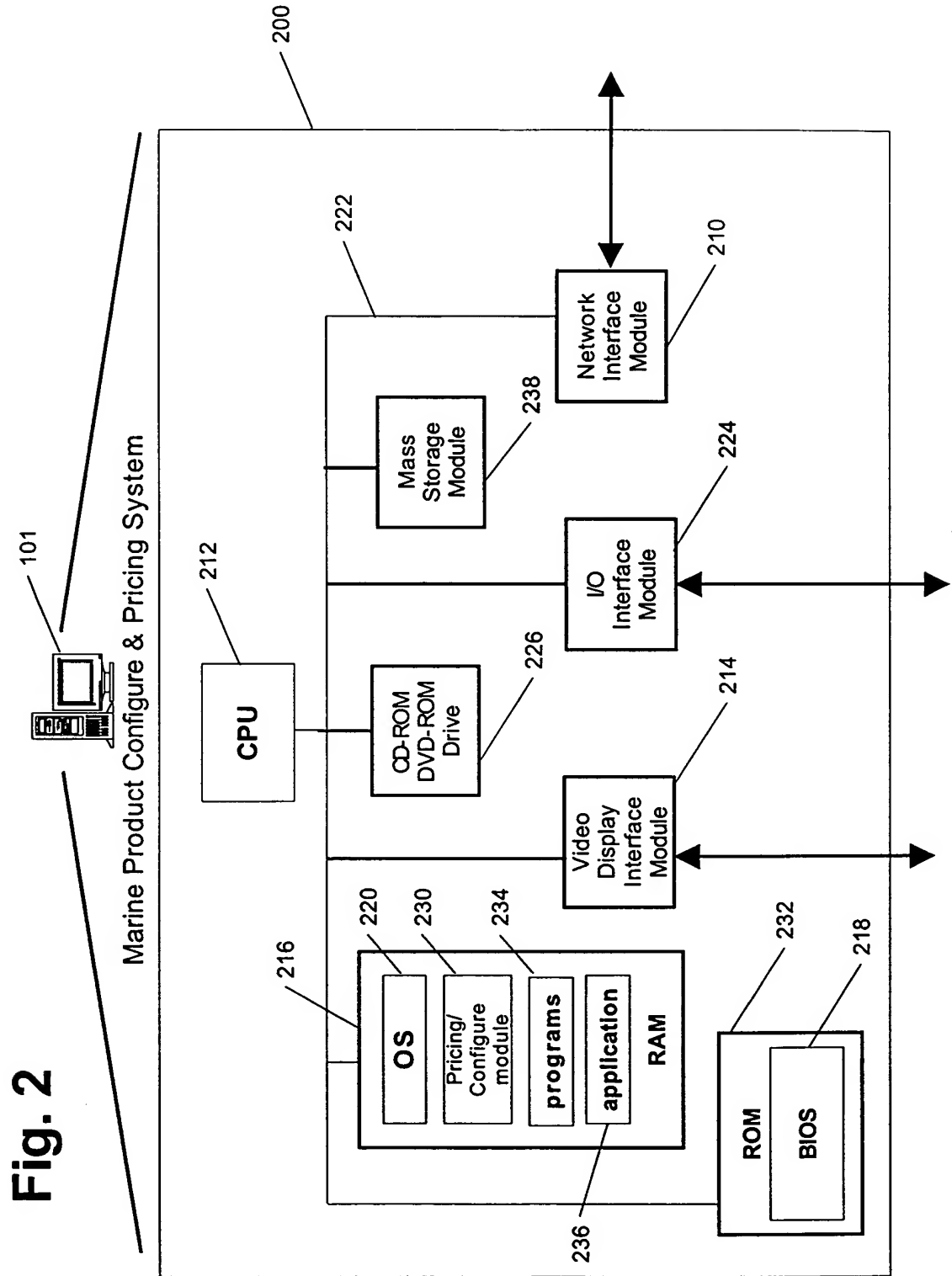


Fig. 3

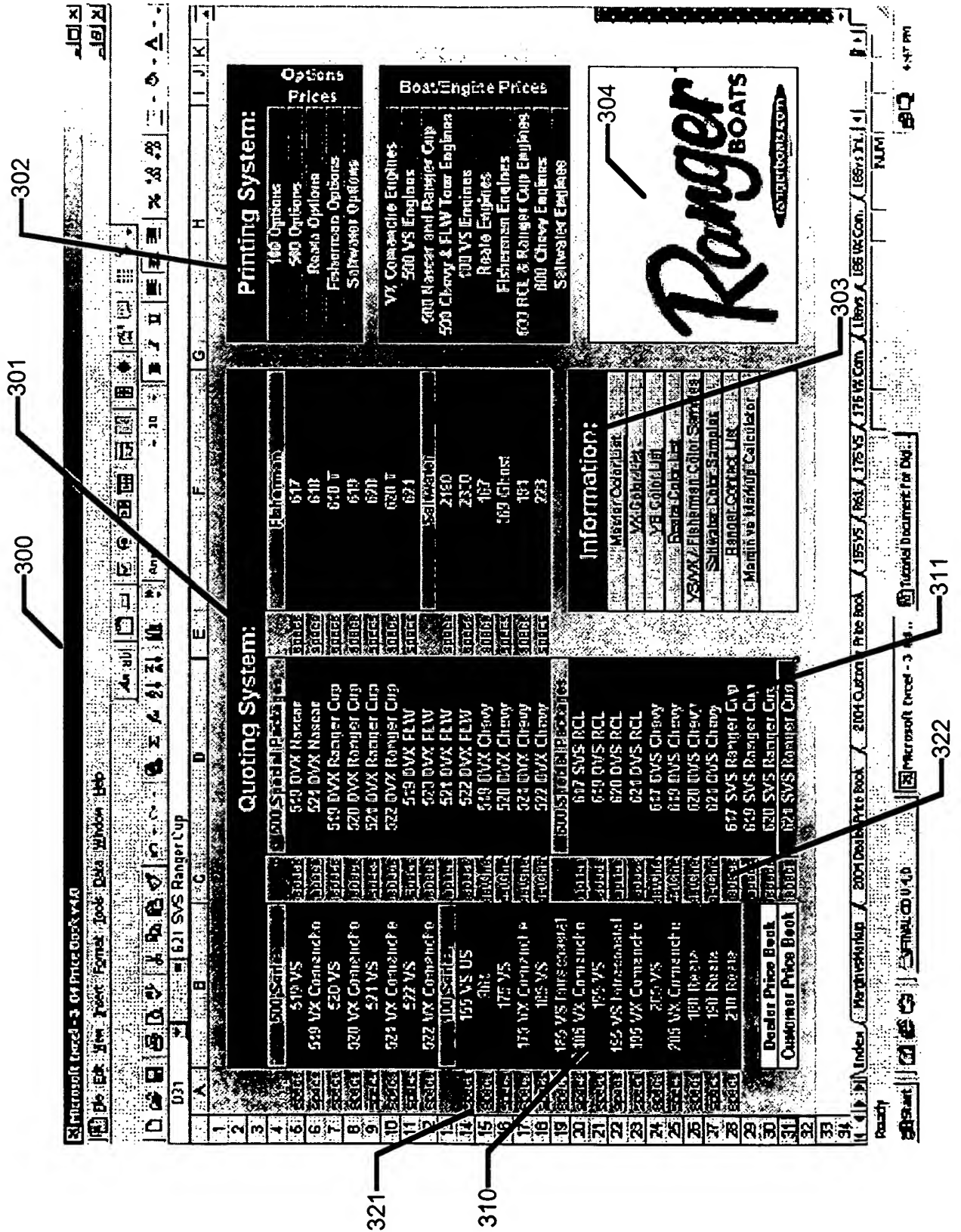


Fig. 4

[illegible]

DATE	DESCRIPTION	AMOUNT	BALANCE
1/1/81	OPENING BALANCE	0	127.84
1/12	RECEIVED FROM MRS. J. M. JONES	1.12	128.96
1/18	RECEIVED FROM MRS. J. M. JONES	1.12	130.08
1/24	RECEIVED FROM MRS. J. M. JONES	1.12	131.20
1/30	RECEIVED FROM MRS. J. M. JONES	1.12	132.32
2/6	RECEIVED FROM MRS. J. M. JONES	1.12	133.44
2/12	RECEIVED FROM MRS. J. M. JONES	1.12	134.56
2/18	RECEIVED FROM MRS. J. M. JONES	1.12	135.68
2/24	RECEIVED FROM MRS. J. M. JONES	1.12	136.80
2/28	RECEIVED FROM MRS. J. M. JONES	1.12	137.92
3/6	RECEIVED FROM MRS. J. M. JONES	1.12	139.04
3/12	RECEIVED FROM MRS. J. M. JONES	1.12	140.16
3/18	RECEIVED FROM MRS. J. M. JONES	1.12	141.28
3/24	RECEIVED FROM MRS. J. M. JONES	1.12	142.40
3/30	RECEIVED FROM MRS. J. M. JONES	1.12	143.52
4/5	RECEIVED FROM MRS. J. M. JONES	1.12	144.64
4/12	RECEIVED FROM MRS. J. M. JONES	1.12	145.76
4/18	RECEIVED FROM MRS. J. M. JONES	1.12	146.88
4/24	RECEIVED FROM MRS. J. M. JONES	1.12	148.00
4/30	RECEIVED FROM MRS. J. M. JONES	1.12	149.12
5/6	RECEIVED FROM MRS. J. M. JONES	1.12	150.24
5/12	RECEIVED FROM MRS. J. M. JONES	1.12	151.36
5/18	RECEIVED FROM MRS. J. M. JONES	1.12	152.48
5/24	RECEIVED FROM MRS. J. M. JONES	1.12	153.60
5/30	RECEIVED FROM MRS. J. M. JONES	1.12	154.72
6/5	RECEIVED FROM MRS. J. M. JONES	1.12	155.84
6/12	RECEIVED FROM MRS. J. M. JONES	1.12	156.96
6/18	RECEIVED FROM MRS. J. M. JONES	1.12	158.08
6/24	RECEIVED FROM MRS. J. M. JONES	1.12	159.20
6/30	RECEIVED FROM MRS. J. M. JONES	1.12	160.32
7/6	RECEIVED FROM MRS. J. M. JONES	1.12	161.44
7/12	RECEIVED FROM MRS. J. M. JONES	1.12	162.56
7/18	RECEIVED FROM MRS. J. M. JONES	1.12	163.68
7/24	RECEIVED FROM MRS. J. M. JONES	1.12	164.80
7/30	RECEIVED FROM MRS. J. M. JONES	1.12	165.92
8/5	RECEIVED FROM MRS. J. M. JONES	1.12	167.04
8/12	RECEIVED FROM MRS. J. M. JONES	1.12	168.16
8/18	RECEIVED FROM MRS. J. M. JONES	1.12	169.28
8/24	RECEIVED FROM MRS. J. M. JONES	1.12	170.40
8/30	RECEIVED FROM MRS. J. M. JONES	1.12	171.52
9/5	RECEIVED FROM MRS. J. M. JONES	1.12	172.64
9/12	RECEIVED FROM MRS. J. M. JONES	1.12	173.76
9/18	RECEIVED FROM MRS. J. M. JONES	1.12	174.88
9/24	RECEIVED FROM MRS. J. M. JONES	1.12	176.00
9/30	RECEIVED FROM MRS. J. M. JONES	1.12	177.12
10/6	RECEIVED FROM MRS. J. M. JONES	1.12	178.24
10/12	RECEIVED FROM MRS. J. M. JONES	1.12	179.36
10/18	RECEIVED FROM MRS. J. M. JONES	1.12	180.48
10/24	RECEIVED FROM MRS. J. M. JONES	1.12	181.60
10/30	RECEIVED FROM MRS. J. M. JONES	1.12	182.72
11/5	RECEIVED FROM MRS. J. M. JONES	1.12	183.84
11/12	RECEIVED FROM MRS. J. M. JONES	1.12	184.96
11/18	RECEIVED FROM MRS. J. M. JONES	1.12	186.08
11/24	RECEIVED FROM MRS. J. M. JONES	1.12	187.20
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12/6	RECEIVED FROM MRS. J. M. JONES	1.12	189.44
12/12	RECEIVED FROM MRS. J. M. JONES	1.12	190.56
12/18	RECEIVED FROM MRS. J. M. JONES	1.12	191.68
12/24	RECEIVED FROM MRS. J. M. JONES	1.12	192.80
12/30	RECEIVED FROM MRS. J. M. JONES	1.12	193.92
1/6	RECEIVED FROM MRS. J. M. JONES	1.12	195.04
1/12	RECEIVED FROM MRS. J. M. JONES	1.12	196.16
1/18	RECEIVED FROM MRS. J. M. JONES	1.12	197.28
1/24	RECEIVED FROM MRS. J. M. JONES	1.12	198.40
1/30	RECEIVED FROM MRS. J. M. JONES	1.12	199.52
2/5	RECEIVED FROM MRS. J. M. JONES	1.12	200.64
2/12	RECEIVED FROM MRS. J. M. JONES	1.12	201.76
2/18	RECEIVED FROM MRS. J. M. JONES	1.12	202.88
2/24	RECEIVED FROM MRS. J. M. JONES	1.12	204.00
2/28	RECEIVED FROM MRS. J. M. JONES	1.12	205.12
3/5	RECEIVED FROM MRS. J. M. JONES	1.12	206.24
3/12	RECEIVED FROM MRS. J. M. JONES	1.12	207.36
3/18	RECEIVED FROM MRS. J. M. JONES	1.12	208.48
3/24	RECEIVED FROM MRS. J. M. JONES	1.12	209.60
3/30	RECEIVED FROM MRS. J. M. JONES	1.12	210.72
4/5	RECEIVED FROM MRS. J. M. JONES	1.12	211.84
4/12	RECEIVED FROM MRS. J. M. JONES	1.12	212.96
4/18	RECEIVED FROM MRS. J. M. JONES	1.12	214.08
4/24	RECEIVED FROM MRS. J. M. JONES	1.12	215.20
4/30	RECEIVED FROM MRS. J. M. JONES	1.12	216.32
5/6	RECEIVED FROM MRS. J. M. JONES	1.12	217.44
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5/18	RECEIVED FROM MRS. J. M. JONES	1.12	219.68
5/24	RECEIVED FROM MRS. J. M. JONES	1.12	220.80
5/30	RECEIVED FROM MRS. J. M. JONES	1.12	221.92
6/5	RECEIVED FROM MRS. J. M. JONES	1.12	223.04
6/12	RECEIVED FROM MRS. J. M. JONES	1.12	224.16
6/18	RECEIVED FROM MRS. J. M. JONES	1.12	225.28
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8/24	RECEIVED FROM MRS. J. M. JONES	1.12	237.60
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1/6	RECEIVED FROM MRS. J. M. JONES	1.12	262.24
1/12	RECEIVED FROM MRS. J. M. JONES	1.12	263.36
1/18	RECEIVED FROM MRS. J. M. JONES	1.12	264.48
1/24	RECEIVED FROM MRS. J. M. JONES	1.12	265.60
1/30	RECEIVED FROM MRS. J. M. JONES	1.12	266.72
2/5	RECEIVED FROM MRS. J. M. JONES	1.12	267.84
2/12	RECEIVED FROM MRS. J. M. JONES	1.12	268.96
2/18	RECEIVED FROM MRS. J. M. JONES	1.12	270.08
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2/28	RECEIVED FROM MRS. J. M. JONES	1.12	272.32
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3/12	RECEIVED FROM MRS. J. M. JONES	1.12	274.56
3/18	RECEIVED FROM MRS. J. M. JONES	1.12	275.68
3/24	RECEIVED FROM MRS. J. M. JONES	1.12	276.80
3/30	RECEIVED FROM MRS. J. M. JONES	1.12	277.92
4/5	RECEIVED FROM MRS. J. M. JONES	1.12	279.04
4/12	RECEIVED FROM MRS. J. M. JONES	1.12	280.16
4/18	RECEIVED FROM MRS. J. M. JONES	1.12	281.28
4/24	RECEIVED FROM MRS. J. M. JONES	1.12	282.40
4/30	RECEIVED FROM MRS. J. M. JONES	1.12	283.52
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6/30	RECEIVED FROM MRS. J. M. JONES	1.12	294.72
7/6	RECEIVED FROM MRS. J. M. JONES	1.12	295.84
7/12	RECEIVED FROM MRS. J. M. JONES	1.12	296.96
7/18	RECEIVED FROM MRS. J. M. JONES	1.12	298.08
7/24	RECEIVED FROM MRS. J. M. JONES	1.12	299.20
7/30	RECEIVED FROM MRS. J. M. JONES	1.12	300.32
8/5	RECEIVED FROM MRS. J. M. JONES	1.12	301.44
8/12	RECEIVED FROM MRS. J. M. JONES	1.12	302.56
8/18	RECEIVED FROM MRS. J. M. JONES	1.12	303.68
8/24	RECEIVED FROM MRS. J. M. JONES	1.12	304.80
8/30	RECEIVED FROM MRS. J. M. JONES	1.12	305.92
9/5	RECEIVED FROM MRS. J. M. JONES	1.12	307.04
9/12	RECEIVED FROM MRS. J. M. JONES	1.12	308.16
9/18	RECEIVED FROM MRS. J. M. JONES	1.12	309.28
9/24	RECEIVED FROM MRS. J. M. JONES	1.12	310.40
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10/12	RECEIVED FROM MRS. J. M. JONES	1.12	313.76
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10/30	RECEIVED FROM MRS. J. M. JONES	1.12	317.12
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11/24	RECEIVED FROM MRS. J. M. JONES	1.12	321.60
11/30	RECEIVED FROM MRS. J. M. JONES	1.12	322.72
12/6	RECEIVED FROM MRS. J. M. JONES	1.12	323.84
12/12	RECEIVED FROM MRS. J. M. JONES	1.12	324.96
12/18	RECEIVED FROM MRS. J. M. JONES	1.12	326.08
12/24	RECEIVED FROM MRS. J. M. JONES	1.12	327.20
12/30	RECEIVED FROM MRS. J. M. JONES	1.12	328.32
1/6	RECEIVED FROM MRS. J. M. JONES	1.12	329.44
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1/24	RECEIVED FROM MRS. J. M. JONES	1.12	332.80
1/30	RECEIVED FROM MRS. J. M. JONES	1.12	333.92
2/5	RECEIVED FROM MRS. J. M. JONES	1.12	335.04
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2/28	RECEIVED FROM MRS. J. M. JONES	1.12	339.52
3/5	RECEIVED FROM MRS. J. M. JONES	1.12	340.64
3/12	RECEIVED FROM MRS. J. M. JONES	1.12	341.76
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3/30	RECEIVED FROM MRS. J. M. JONES	1.12	345.12
4/5	RECEIVED FROM MRS. J. M. JONES	1.12	346.24
4/12	RECEIVED FROM MRS. J. M. JONES	1.12	347.36
4/18	RECEIVED FROM MRS. J. M. JONES	1.12	348.48
4/24	RECEIVED FROM MRS. J. M. JONES	1.12	349.60
4/30	RECEIVED FROM MRS. J. M. JONES	1.12	350.72
5/6	RECEIVED FROM MRS. J. M. JONES	1.12	351.84
5/12	RECEIVED FROM MRS. J. M. JONES	1.12	352.96
5/18	RECEIVED FROM MRS. J. M. JONES	1.12	354.08
5/24	RECEIVED FROM MRS. J. M. JONES	1.12	355.20
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6/5	RECEIVED FROM MRS. J. M. JONES	1.12	357.44
6/12	RECEIVED FROM MRS. J. M. JONES	1.12	358.56
6/18	RECEIVED FROM MRS. J. M. JONES	1.12	359.68
6/24	RECEIVED FROM MRS. J. M. JONES	1.12	360.80
6/30	RECEIVED FROM MRS. J. M. JONES	1.12	361.92
7/6	RECEIVED FROM MRS. J. M. JONES	1.12	363.04
7/12	RECEIVED FROM MRS. J. M. JONES	1.12	364.16
7/18	RECEIVED FROM MRS. J. M. JONES	1.12	365.28
7/24	RECEIVED FROM MRS. J. M. JONES	1.12	366.40
7/30	RECEIVED FROM MRS. J. M. JONES	1.12	367.52
8/5	RECEIVED FROM MRS. J. M. JONES	1.12	368.64
8/12	RECEIVED FROM MRS. J. M. JONES	1.12	369.76
8/18	RECEIVED FROM MRS. J. M. JONES	1.12	370.88
8/24	RECEIVED FROM MRS. J. M. JONES	1.12	372.00
8/30	RECEIVED FROM MRS. J. M. JONES	1.12	373.12
9/5	RECEIVED FROM MRS. J. M. JONES	1.12	374.24
9/12	RECEIVED FROM MRS. J. M. JONES	1.12	375.36
9/18	RECEIVED FROM MRS. J. M. JONES	1.12	376.48
9/24	RECEIVED FROM MRS. J. M. JONES	1.12	377.60
9/30	RECEIVED FROM MRS. J. M. JONES	1.12	378.72
10/6	RECEIVED FROM MRS. J. M. JONES	1.12	379.84
10/12	RECEIVED FROM MRS. J. M. JONES	1.12	380.96
10/18	RECEIVED FROM MRS. J. M. JONES	1.12	382.08
10/24	RECEIVED FROM MRS. J. M. JONES	1.12	383.20
10/30	RECEIVED FROM MRS. J. M. JONES	1.12	384.32
11/5	RECEIVED FROM MRS. J. M. JONES	1.12	385.44
11/12	RECEIVED FROM MRS. J. M. JONES	1.12	386.56
11/18	RECEIVED FROM MRS. J. M. JONES	1.12	387.68
11/24	RECEIVED FROM MRS. J. M. JONES	1.12	388.80
11/30	RECEIVED FROM MRS. J. M. JONES	1.12	389.92
12/6	RECEIVED FROM MRS. J. M. JONES	1.12	391.04
12/12	RECEIVED FROM MRS. J. M. JONES	1.12	392.16
12/18	RECEIVED FROM MRS. J. M. JONES	1.12	393.28
12/24	RECEIVED FROM MRS. J. M. JONES	1.12	394.40
12/30	RECEIVED FROM MRS. J. M. JONES	1.12	395.52
1/6	RECEIVED FROM MRS. J. M. JONES	1.12	396.64
1/12	RECEIVED FROM MRS. J. M. JONES	1.12	397.76
1/18			

Insert markings for options by category in the leftmost column below. Insert boat and engine markups by model in the uppermost row to the right.

600

0169

Customer Pricing

Dealer

You should only enter quantities in the correct section because the dealer section is not to underwrite immediately. This page quite good as shown below.

602

601

604

620

621-

611-

613

612

611

610

603

Fig. 7

Inventor: ZWICKER ET AL.
Docket No.: 10203.85USU1
Title: MARINE PRODUCT CONFIGURATION AND PRICING SYSTEM HAVING A
VARIABLE PRICE COMPONENT
Attorney Name: THOMAS J. STROUSE
Phone No.: 612.332.5300
Sheet 7 of 14

Final Customer Price

Model	MSRP	Dealer Price	Final Price
151	0	\$25,233	0
152	0	\$25,835	0
153	0	\$27,625	0
154	0	\$23,384	0
155	0	\$25,230	0
156	0	\$24,000	0
157	0	\$27,210	1
158	0	\$27,210	1

Final Customer Price: \$27,210

Final Dealer Price

Model	MSRP	Dealer Price	Final Price
151	0	\$21,224	0
152	0	\$22,741	0
153	0	\$23,411	0
154	0	\$18,817	0
155	0	\$22,453	0
156	0	\$20,342	0
157	0	\$22,149	1
158	0	\$22,149	1

Final Dealer Price: \$22,149

Dealer: **Customer:**

Name:	Name:
Address:	Address:
Phone:	Phone:
Fax:	Fax:

Price Breakdown:

Base Price	\$21,210.00
Dealer Price	\$21,210.00
Subtotal	\$21,210.00
Options	\$0.00
State Fees	\$0.00
State Fees 2	\$0.00
Other Fees	\$0.00
Final Price	\$21,210.00

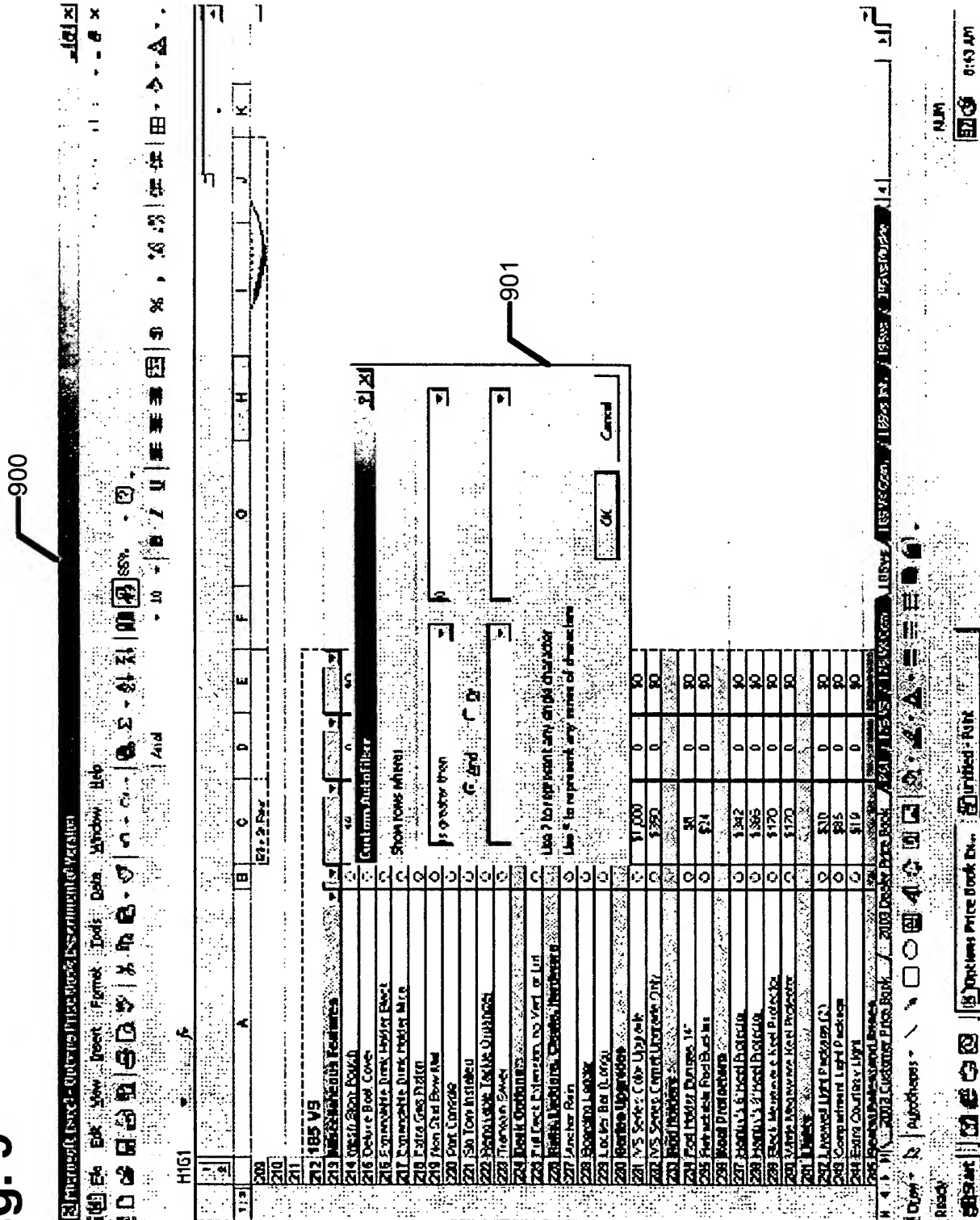
Customer Options:

Option 1	\$0.00
Option 2	\$0.00
Option 3	\$0.00
Option 4	\$0.00
Option 5	\$0.00
Option 6	\$0.00
Option 7	\$0.00
Option 8	\$0.00
Option 9	\$0.00
Option 10	\$0.00

Final Price: \$27,210

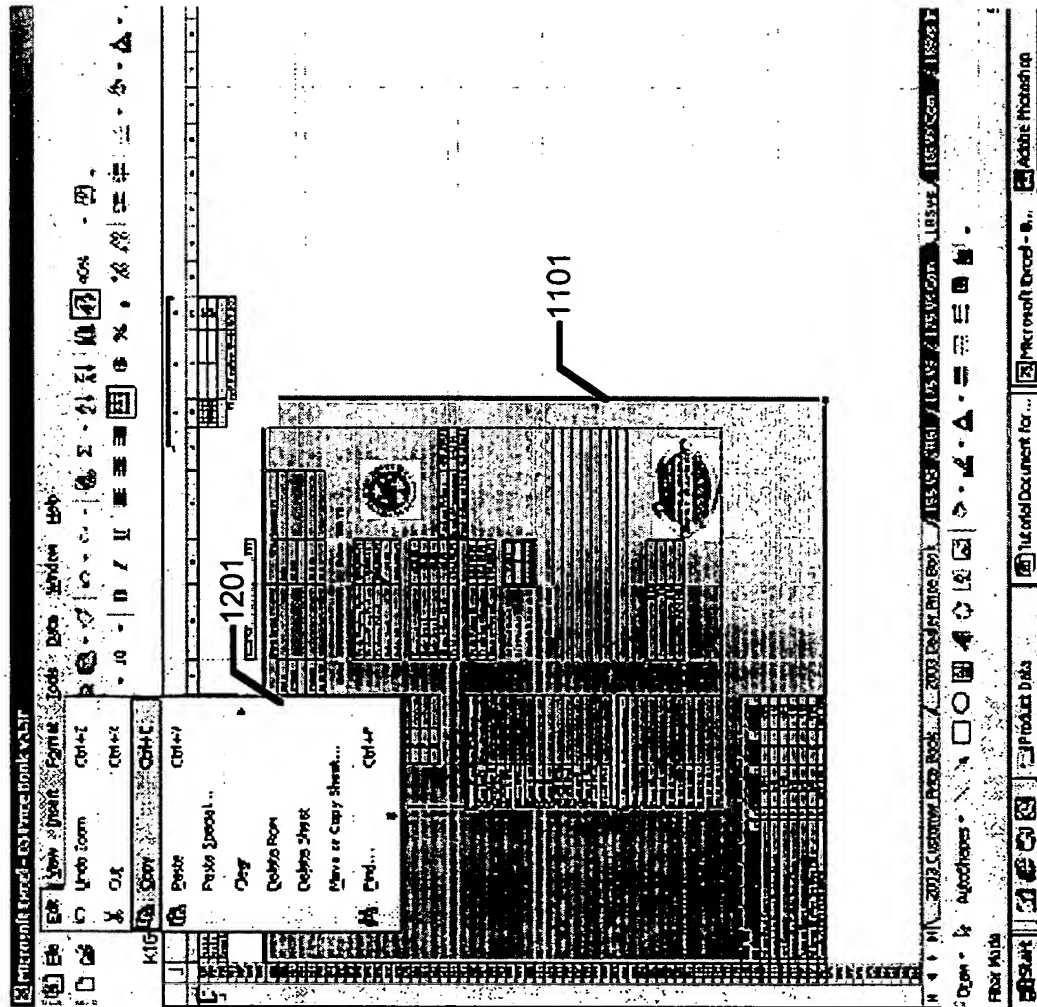
NUM

H161												
113												
114												
200												
210												
211												
212 185 V6												
213 Intermittent Feature												
214 Mesh Snow Patch												
215 Deluxe Road Coat												
216 Expendable Tank Holder Buck												
217 Expendable Tank Holder Buck												
218 Expendable Tank Holder Buck												
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Fig. 12



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Fig. 14



Dealer Sales Management Sheet

1401

Tab	Customer Name	Customer Address	Customer Phone #	Model	Price Quoted	Est. Quoted	Est. Price	Ranger Order Number
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